



**OVERVIEW:**

Arrowhead Automotive Aftermarket is looking for an energetic, high performing leader to join our team. As a Commercial Lines Marketing Manager, you will direct and monitor activities related to the management of accounts in the Automotive Aftermarket industry.

Arrowhead Aftermarket, operating as a division of the Brown & Brown Insurance Company, is a narrowly focused market leader in providing insurance products and services to automotive aftermarket business owners and their employees. Our specialized approach offers exclusive access to business insurance programs via our program administrator Arrowhead General Insurance Agency, Inc.

If you want to be part of a solid organization that is energetic and growing, contact us today.

**WHY ARROWHEAD AUTOMOTIVE AFTERMARKET:**

We offer a benefits and compensation package that meets today's most important needs and includes:

- A challenging and stimulating career that provides growth and development.
- Group medical, dental, vision, HSA, life, and disability benefits.
- Paid time off and a 401(k) retirement plan as well as an Employee Stock Purchase Plan that allows our employees to purchase Brown & Brown stock at a discounted rate.

**JOB DUTIES:**

- Manages Account Managers while executing a sales strategy, maintaining objectives, goals and revenue generation.
- Delivers against monthly, quarterly and annual revenue targets.
- Ensures that all Account Managers are properly trained and executing their jobs within the guidelines of You Zoom Insurance Services, Arrowhead General Insurance Agency, and Brown and Brown Insurance.
- Distributes renewal pipelines to Account Managers with frequent and consistent follow-up on renewal activities to verify proper management of the book of business.
- Works with the Commercial Lines Managers to define and execute targeted account management plans to grow revenue from existing customers as well as prospects.
- Drives revenue generation, reviews and analyzes performance, drives actions for improvement, and implements efficient and productivity enhancing tools and processes.
- Facilitates relationships with Regional Vice Presidents to generate revenue opportunities and creates a team environment between Account Managers and Producers.
- Manages and facilitates communication between carriers and Account Managers.
- Continues to build on knowledge of insurance products and extends knowledge to the Account Managers.
- Communicates market information to Account Managers.
- Minimizes company risks by facilitating and managing the peer audit process within the Account Management team.
- Delegates and manages the workload of the Account Managers.
- Resolves conflicts and complaints relevant to the Account Management team.
- Works with agency operations, as well as the Customer Service Department, to ensure processes and procedures are up to date and efficient.
- Works with agency operations and assists in reviewing audits to ensure the data integrity of the agency management system.
- Other duties as assigned.



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**REQUIREMENTS:**

- Bachelor's degree and three to five years related experience in the insurance industry and/or an equivalent combination of education and experience.
- Three to five years experience in a leadership role required.
- High level of organizational ability and attention to detail.
- Able to manage multiple priorities and complete tasks and assignments in the required timeframes.
- Excellent customer service skills.
- Excellent written and oral communication skills.
- Possess a high level of motivation to achieve necessary involvement within a team.
- Knowledge of a multi-line Property and Casualty coverage and products.
- Broad understanding of insurance policy, forms, and applications.
- Insurance agency experience preferred.
- Experience with an agency management system preferred.
- Property and Casualty Insurance License preferred (is required within 90 days of hire).

We are an Equal Opportunity Employer. We take pride in the diversity of our team and seek diversity in our applicants.

GROW  
with us

ARROWHEAD General Insurance Agency, Inc.